



**Climate Innovation Hub RFP
Questions & Answers Round 3
June 28, 2024**

In connection with the **Request for Proposals** relating to the **Climate Innovation Hub** released by NYCEDC on **March 18, 2024**, the questions from Potential Respondents and answers provided by NYCEDC are below.

Programmatic Questions

Q: What is managing the piloting program like? What are the details around managing the program?

A: This question was answered in the Climate Innovation Hub at BAT Round 2 Q&A document posted on June 6, 2024. The response is as follows:

- *NYCEDC currently self-operates Pilots at BAT.*
- *Approximately 1.5 FTE NYCEDC employees currently operate the program. Additional assistance from BAT's Operations and Facilities team are utilized as needed.*
- *No pilots to date have required upgrades or prior construction work, but EDC is open to and anticipates that pilots may require prerequisite upgrades or construction work in the future to allow for onsite feasibility.*
- *NYCEDC self-funds the program's operations and provides access to free piloting space at BAT. No other funds are currently exchanged.*
- *Companies piloting at BAT currently do not have to pay a fee to deploy their technologies, though they do finance their own pilots.*

Q: What metrics are in place for the Pilots at BAT program? Will you be setting metrics for the piloting at CIH?

A: Since launching Pilots at BAT in September 2023, NYCEDC has committed to 1-4 pilots per quarter in its first year to build capacity before scaling the number of pilots, strategic partners, available programming, and site availability. EDC anticipates expanding this program and is excited about proposals that contemplate that expansion.

Q. What are the outcomes you would like to associate as part of the piloting?

A: NYCEDC aims for participating companies to benefit from high visibility proof-of-concept opportunities in a live urban environment, direct connection to NYCEDC and other City stakeholders, support with necessary permitting, contracting, and site access, and for pilots to translate into customer opportunities. As we seek to expand the program, NYCEDC is open to proposals that expand upon Pilots at BAT outcomes, including how pilots may potentially align

with workforce opportunities for New Yorkers seeking to enter the green economy and access training.

Q: Have you ever run a program like the Climate Innovation Hub before?

A: Much of NYCEDC's investment in supporting innovation hubs has not been on City-owned property, so NYCEDC has not been the developer for the vast majority of those projects because they have not been developed on sites within its asset portfolio. NYCEDC does, however, have extensive experience developing, designing and constructing a broad range of facilities. NYCEDC has a sophisticated team of construction professionals spanning internal asset management, design and construction, and capital project teams that are experienced in the execution of complex design and construction projects on tight timelines, including turnkey fit-outs. A few example facilities are mentioned in the RFP which include some design elements that may be considered as part of a Climate Innovation Hub.

NYCEDC also has experience leading innovation programs to support emerging climate technologies, including the Pilots at BAT program. More information about EDC's climate innovation programs can be found via EDC's website.

Questions about BAT and Sunset Park

Q: What was the noted \$200 million investment at BAT (separate from the \$100 million available to develop the Climate Innovation Hub) allocated to?

A: This question was answered in the Climate Innovation Hub at BAT Round 1 Q&A document posted on April 29, 2024. The response is as follows:

NYCEDC is investing nearly \$200M to upgrade the BAT campus to modernize its buildings, reduce GHG emissions in compliance with Local Law 97, and provide more amenities for workers and visitors. This includes white boxing or base building improvements in BAT Phase 6, which includes the Climate Innovation Hub site. The site is currently raw, and NYCEDC is investing to bring it up to feasible condition for the Hub and other tenants.

As part of this investment, NYCEDC is also replacing all the windows throughout the campus, which will greatly improve the efficiency and appearance of the buildings and conducting a feasibility study to assess other potential improvement opportunities.

NYCEDC will also be updating the historic atrium in Building B to include solar and make the space more usable for tenants and visitors and pursuing ground floor renovations across Buildings A and B to support the growth of additional amenities.

Q: Could you please provide more information about the existing tenants at BAT and what type of work they do?

A: This question was answered in the Climate Innovation Hub at BAT Round 2 Q&A document posted on June 6, 2024. The response is as follows:

BAT is home to approximately 125 industrial businesses that collectively employ approximately 4,000 New Yorkers. There is a dynamic tenant mix that includes traditional, advanced and food manufacturers, artists, filmmakers, technology companies, environmental science R&D labs, and circular economy companies. For example, Makerspace, New York's largest maker studio, provides metal, woodworking, and other light manufacturing facilities for artists and small businesses, is a tenant at BAT.

Respondents can learn more about current tenants at BAT and access the Tenant Directory in Appendix 17, which includes profiles of BAT tenants, and <https://brooklynarmyterminal.com/tenants>. Collaboration with BAT tenants can be considered as part of Climate Innovation Hub proposals, but is not a requirement.

Q: What is the future for the existing tenants at BAT? Will there be opportunities to connect them with piloting and CIH at BAT?

A: Please see the response to the question above.

Q: If equipment requires ventilation, could that be accommodated?

A: As CIH occupies the 7th and 8th floors, it is possible to vent to the roof as needed. If venting is required, then those requirements should be explained in RFP responses.

Q: Is the BAT rooftop able to be activated as part of the \$100 million? Can we get a plan of the rooftop?

A: The primary focus is on developing the Primary Site, but EDC is open to proposals that contemplate activations of BAT's rooftop. A rooftop plan has been uploaded to the Climate Innovation Hub at BAT webpage. Use of the rooftop should be considered ancillary to the programming of the 7th and 8th floors as further feasibility assessment(s) would have to be performed depending on what is suggested.

Q: How much access will the public have to the waterfront?

A: The waterfront is accessible to the public, specifically the ferry and esplanade. Additionally, there is a mix of public and private parking.

Q: What are the parking details at BAT?

A: At BAT, there are 450 free public parking spaces, and 1,200 private parking spaces available to be leased to tenants.

Q: Is BAT landmarked?

A: While BAT is not landmarked by New York City, it is a historic site and is under the jurisdiction of the State Historic Preservation Office (SHPO), which administers the State and

National Registers of Historic Places. As such, any exterior construction on the site requires SHPO approval. More information about SHPO can be located here: <https://parks.ny.gov/shpo/>

Q: Can NYCEDC please supply CAD files for Floors 7 and 8?

A: Both CAD and PDF files for Floors 7 and 8 (the Climate Innovation Hub at BAT “Primary Site”) are available for download via the RFP webpage.

Q: Where is the actual space located for CIH at BAT?

A: The Climate Innovation Hub Primary Site includes a maximum of 112K SF across the 7th and 8th floors at the south end of BAT Building A.

Q: When you talk about the square footage for piloting, is it part of the CIH space?

A: The Climate Innovation Hub Primary Site includes a maximum of 112K SF across the 7th and 8th floors at the south end of BAT Building A. Piloting zones are separate from the Primary Site and can be explored via the ‘Pilots at BAT’ EDC webpage.

Compliance Questions

Q: What are the regulations in place related to low-altitude testing – i.e. drones?

A: As of July 2023, drone usage in NYC requires permits to authorize take-offs and landings. Permits may be submitted to the New York Police Department (NYPD), which are reviewed in partnership with the NYC Department of Transportation (DOT).

Potential Respondents seeking to incorporate low-altitude testing, including drones, in their proposals should also reference relevant New York State and federal permitting guidelines.

Q: Will this project need to go through ULURP?

A: No, the Climate Innovation Hub will not need to undergo ULURP.

Q: Will the Climate Innovation Hub seek a third-party certification such as LEED?

A: There are no LEED requirements assigned to this RFP, but Respondents must incorporate the Circular Design & Construction Guidelines (Appendix 18 of the RFP) into the design and development scope.

Q: Are there any budgetary parameters or guidelines for the award of up to \$100M?

A: To support the development of the Hub, NYCEDC will invest up to \$100 million of City capital (the “Capital Funds”) for eligible design, construction, fit out, outfitting, and equipment purchase costs. This investment must comply with Accounting Directive 10 (as outlined in Appendix 3 of the RFP).

Capital Funds cannot be used to support the ongoing operational costs associated with the Hub. Ongoing operating resources are expected to be garnered by the Chosen Respondent through other funding sources which may include but are not limited to membership fees, sub-leasing, usage fees for equipment, operating grants, university/corporate sponsorships, philanthropic funds, or other ongoing funding sources.

Support for start-up operational costs associated with the period of time between selection and opening of the Hub may be considered and, if requested, should be included in proposals.

Q: We fully understand Ongoing Operations, once Capital Work is completed and the Hub officially launched, must be paid for by ongoing revenues (rents, membership fees, sponsorships or other ongoing funding). Nevertheless, may a portion of the Capital Work Budget be utilized to tailor and facilitate initial community & ecosystem outreach, design preliminary accelerator/piloting programs, support workforce development consulting, create custom software tools, finalize reporting metrics and promote the Hub facilities (marketing, events hosting, etc) during design, construction and fit-out (i.e. prior to official launch and operations phase)?

A: Support for start-up operational costs associated with the period of time between selection and opening of the Hub may be considered and, if requested, should be included in proposals.

Q: Must the allocated Capital Project Budget be utilized by a certain date?

A: There is no current spend-by date for the Capital Funds, but Respondents should review the 'Illustrative Hub Development Timeline' on pg 27 of the RFP to better understand EDC's timeline expectations.

Applicant Status and Selection Process

Q: Will there be extensions for the RFP submission deadline?

A: NYCEDC is currently considering an extension for the RFP submission deadline. Please stay tuned for updates and check the RFP webpage for news about the RFP timeline.

Q: During the selection process, how many respondents will be enrolled in the interview process slated to take place in Q3/Q4?

A: Number of Respondents interviewed will depend on the quantity and quality of proposals received.

Q: What type of organization is your ideal "Lead Respondent?" Is it important to be a local organization?

A: This question was answered in the Climate Innovation Hub at BAT Round 2 Q&A document posted on June 6, 2024. The response is as follows:

The Lead Respondent will be responsible for organizing and managing the Consortium to develop, launch, and operate the Hub. The Lead Respondent must be well capitalized and have strong fundraising capabilities. Robust experience designing or operating real estate is also strongly preferred, but not required. The Lead Respondent will be the point of contact, financially backstop the lease with EDC, and be accountable for the overall design and management of the Hub.

NYCEDC is not being prescriptive about which types of entities are eligible to submit a proposal as Lead Respondent, but Respondents should consider the above qualifications when assessing their readiness and capacity.

Q: Can we source outside partners beyond the list in the partnership toolkit?

A: Respondents may partner with any entity to meet the requested requirements for a Consortium. Consortia should include entities that at a minimum have experience operating co-working/step out space, accelerators/incubators, lab/prototyping facilities, piloting and testing infrastructure, workforce and talent development programs, business support program and services (such as business development, accounting, legal, finance, etc.), raising capital from both public and private entities, and have industry knowledge of climate tech and sustainability.

Technical and Other Questions

Q: What is the definition of an emerging technology?

A: NYCEDC assesses emerging technologies using the Technology Readiness Level (TRL) system. TRL is a type of measurement system used to assess the maturity level of a particular technology using a scaling system of 1-9 (with 9 being the most mature). For the purposes of this RFP, Respondents should aim to support climate tech hardware companies between TRL 4 - 7.

Q: What is the best-case timeline for the Equinor project at the South Brooklyn Marine Terminal to begin?

A: The project will come online in 2027.

Q: Is there funding available for entities for workforce development as part of the proposal?

A: To support the development of the Hub, NYCEDC will invest up to \$100 million of City capital (the "Capital Funds") for eligible design, construction, fit out, outfitting, and equipment purchase costs. This investment must comply with Accounting Directive 10 (as outlined in Appendix 3 of the RFP).

Capital Funds cannot be used to support the ongoing operational costs associated with the Hub. Ongoing operating resources are expected to be garnered by the Chosen Respondent through other funding sources which may include but are not limited to membership fees, sub-leasing, usage fees for equipment, operating grants, university/corporate sponsorships, philanthropic funds, or other ongoing funding sources.

Support for start-up operational costs associated with the period of time between selection and opening of the Hub may be considered and, if requested, should be included in proposals.

Q: Who will commission the architecture and engineering design and build-out of the space – NYCEDC or the selected lead respondent / operator?

A: It is expected that, working collaboratively with the Chosen Respondent and their design and architecture team, NYCEDC will implement the design and construction of the Hub facilities to realize the vision put forth by the Chosen Respondent. However, NYCEDC is open to proposals from Respondents that prefer to lead the management of the design and construction processes directly. In both cases, NYCEDC would retain approval rights over the design.

Q: How involved does NYCEDC wish to be initially in the space development, pilot programs, etc.?

A: NYCEDC will work collaboratively with the Chosen Respondent to implement the design and development of the Climate Innovation Hub. As stated in the response to the question immediately preceding this one, NYCEDC will either implement the design and construction of the Hub facilities to realize the vision put forth by the Chosen Respondent or allow for Respondents to potentially lead the management of the design and construction processes directly. In the latter case, NYCEDC would retain approval rights over the design. For piloting and other Climate Innovation Hub programming, NYCEDC will similarly work collaboratively with the Chosen Respondent to implement the vision put forth in their proposal.

Q: Will NYCEDC issue a separate RFP for the architecture and engineering design scope of the project after the BAT award? If yes, what is the anticipated timing of that RFP release and will it be open to the public?

A: No, NYCEDC does not anticipate issuing a separate RFP for that work. Architecture, engineering, and design scope will be managed with the Chosen Respondent for the Climate Innovation Hub at BAT.

Q: How will the incoming tenants be addressing their Furniture, Fixture, & Equipment (FFE) needs? Will that be addressed individually by each firm or will there be any centralized agreement, direction or recommended vendors through the Hub?

A: The Chosen Respondent will determine its own FF&E procurement process.

Q: Will a list of participants from the tour and information sessions be released?

A: Yes, lists of attendees from all Climate Innovation Hub at BAT RFP Site Tours and Informational Sessions are available on the RFP webpage.

Q: How many companies are included in the RFP process?

A: For information about number of companies participating in the RFP process pre-submission, you may reference the publicly posted Site Tour and Informational Session attendance sheets on the RFP webpage.

Q: Who determines the success of the program? Who are the key stakeholders?

A: NYCEDC will develop success metrics and key stakeholders for the Climate Innovation Hub in collaboration with the Chosen Respondent.

Q: How important is press/marketing/social media for this program?

A: External engagement will be an important part of engaging Climate Innovation Hub stakeholders, beneficiaries, and participants and sharing out on the Hub's successes. NYCEDC will work with the Chosen Respondent to create an external engagement plan for the Hub.

Q: Should workforce development focus on a specific industry or vertical (like energy, construction) or be open to various verticals (i.e., including hospitality, food production, etc., as it relates to the green economy)?

A: NYCEDC has not specified target disciplines or sectors, as we encourage Respondents (including workforce development organizations) to propose their own programmatic vision for the Climate Innovation Hub at BAT. The Green Economy Action Plan, co-released in February 2024 by NYCEDC and the Mayor's Office of Talent and Workforce Development, is a useful guide for Respondents seeking to identify target sectors or disciplines to support NYC's green economy.